

AN ILLUSTRATED READY REFERENCE COMPLETE PRICE LIST

# Foreword

 $I^T$  is more true today than ever before that pens and pencils sell themselves.

For the world is now pen and pencil minded. People of all classes recognize the fact that pens and pencils are not only constantly necessary utilities in all occupations and walks of life, but that ownership of modern writing equipment is a mark of distinction and efficiency.

The one big obligation of the manufacturer to the dealer today, and the largest measure of cooperation that any manufacturer can render to the dealer, is to give the dealer products of outstanding attractiveness. The shopper buys what he or she likes. And his choice of a pen or pencil is dictated by the same considerations of style and modernity which apply to the sale of everything today from automobiles down to lipsticks.

Another consideration which dealers universally report as vital in merchandising today is the probable upkeep cost of the article sold. The tremendous sale of the higher quality pens and pencils is motivated largely by a desire for dependability and low cost of maintenance. Real assurance of future economy are always sale-helpful.

Conklin gives the dealer the newest things. And the Conklin Endura unconditional and perpetual service guarantee "says much and means what it says".

This illustrated price list contains information about all Conklin products, so arranged as to facilitate selection with accuracy of the brand new Conklin numbers of latest design and greatest modernity. This information is presented in this modern way for your convenience.

THE CONKLIN PEN COMPANY.

BLUE & GOLD ENSEMBLE 646BC Medium size only \$7.00

GREEN & PEARL ENSEMBLE 646GPC Medium size only \$8.00 PEARL & BLACK ENSEMBLE 646PBC Medium size only \$8.00 BLACK & GOLD ENSEMBLE 646BGC Medium size only \$7.00

The Conklin Ensemble, a pen and pencil combined in one compact, correctly proportioned, complete unit, has given the user of writing equipment the ideal pocket piece.

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# Conklin ENTENTE

There are seven complete writing instruments in the new Conklin Entente. They are formed by combining various marvelously designed units which compose this unprecedented writing masterpiece.

This sensational outfit is artistically designed and most carefully manufactured in two beautiful color combinations,--Pearl & Black and Black & Gold, of non-breakable material. The amazing outfit handsomely boxed is priced at only \$20.00.

In the Conklin Entente, the fountain pen industry has reached its peak of value, beauty and utility. This new Conklin Entente makes one of the most attractive and interesting displays ever shown in a store and it will sell, for it is a gift supreme and the ultimate in writing equipment.

VEST POOLST

POCKET BUTTLE PERT

6646PBC Pearl and Black Entente - \$20.00 6646BGC Black and Gold Entente - \$20.00

WEGGERSTAR BERT

STANDA PET AND PETON

PEN-PENCIL DESK SET

, 1

PENCIL DESK SET

PEN DESK SET





# The All American Line

All American products are distinct and apart from Conklin and will not be considered in computing the dealers' total net purchases on Conklin's Profit Sharing Plan.

## Pens

All American pens are packed in 1 dozen lots in a container suitable for shipping and display. Each one dozen lot will contain 6 long pens with clip, 4 short with clip, and 2 short with ring in assorted colors. This assortment will not be broken. We cannot make shipment of any particular color or change our program unless the dealer places an order for one-half gross or more.

All American pens are sold at a net price only which is governed by the following quantities:

,	1	1 dozen to 6 dozens\$10.80 net per d	oz.
	*	$\frac{1}{2}$ gross to 1 gross	loz.
		1 gross and over	loz.

## Utility Pencils

All American pencils are packed in dozen lots, 3 of each color—amber, plain black, blue, and green. Sold in one dozen lots only, prices net only governed on following quantities:

1, dozen to 6 dozens	7.20 net per doz.
$\frac{1}{2}$ gross to 1 gross	6.60 net per doz.
1 gross and over	6.00 net per doz.

## Desk Set Assortments

All American Desk Set assortments contain 1 set each of the following colors with pen to match:—blue, green, orchid, and red. Assortments will not be broken or changed except on special order for 500 or more. These sets are sold at net prices only, governed by the following quantities:

1 Assortment to6 Assortment....\$12.00 net per Asst.6 Assortment to12 Assortment...11.00 net per Asst.

12 Assortment and over...... 10.00 net Per Asst.

## Combination Pen and Pencil

The All American Combination pen and pencil is made up in assorted colors and is designed to give the purchaser a unique complete writing instrument representing full value for the expenditure. Sold at a net price only, governed by following quantities:

1 to 6 dozens	<b>\$18.00 net</b> per doz.
6 to 12 dozens	16.00 net per doz.
12 dozens and over	15.00 net per doz.

Pens Conklin Pencils

# Sets

# THE CONKLIN PEN COMPANY

9 8

9

6

6B

6 G

6R

3**B**O

3CB

3G

3S

3SBO 3SCB

3SG

 $\frac{2\mathbf{B}}{2\mathbf{V}}$ 

2SB

2SV

Black

Blue

Green

Red

TOLEDO, OHIO, U. S. A.

CHICAGO

## SAN FRANCISCO

LONDON

BARCELONA

## **CONKLIN ENSEMBLES**

Conklin	Ensembles are made of highest grade material by expert,
	ious craftsmen and are guaranteed to be free from any defects in
	and, workmanship. Repairs or adjustments due to such defects
will be m	ade free of charge.
646BGC	Black and Gold
646BC	Blue and Gold
646BC 646GPC	

NOTE: Made in medium size only.

Ensemble nibs are furnished in needle fine, fine, medium, and stub.

## ENDURA PENS

Service unconditionally and perpetually guaranteed. All Enduras are regularly fitted with special semi-manifold points or flexible in fine, medium, coarse, and stub as desired. The No. 67, 68, 47 and 48 models are fitted with gold nibs, bands and clips. The No. 37 and 38 models with chatelaine rings. All Endura products are identified by annular lines or the gold crescent.

	Long with Clips	
67C	Black	7.00
67BGC 68BGC	Black and Gold	7.00
68BGC 67BC	Mottled Blue	
68LGC	Leaf Green Symetrik	8.00
67PBC	Pearl and Black#	8.00
	Medium with Clips	
47C	Black	
47BGC 48BGC	Black and Gold	5.00
48BGC 47BC	Mottled Blue	
48LGC	Leaf Green Symetrik	6.00
47PBC	Pearl and Black	6.00
48GPC	Green and Pearl	8.00
	Short with Rings	
37	Black	5.00
37BG 38BG	Black and Gold	5.00
37B	Mottled Blue	5.00
38LG	Mottled Blue	6.00
37PB	Pearl and Black	6.00
	DESK SET PENS Regular	
12P	Black barrel with black, coral, green, orange, red, or yellow	
	taper ends. Fine or medium point\$	3.00
	Endura Fitted With No. 3 Point	
14A	Amberlin\$	
14B 14BG	Mottled Blue	5.00
14BG	Black and Gold	
14FG	Foliage Green Pearl and Black	6.00
14PB	Pearl and Black	6.00
	Endura Fitted With No. 4 Point	
15P	Plain Black\$	
15A	Amberlin	
15B 15BG	Mottled Blue	
15G	Black and Gold Green	
15FG ·	Foliage Green Pearl and Black	6.00
15PB	Pearl and Black	6.00

### THREE-FIFTY PENS (Available in extra fine, fine, and medium points.) Medium with Clips 161C \$3.50 161BOC 161CBC 161GC 3.503.503.50 Short with Rings 1614S 1614SBO 1614SCB 1614SCB Black 3.50 Black and Orange ..... Cream and Black ..... 3.50 3.50 3.50 Green TWO SEVENTY-FIVE PENS Lever Filler with No. 2 Point Black, long, with clip Black, short, with clip Black, long, narrow gold band and clip Black, long, wide gold band and clip ... Black, short, with ring Black short, with ring 26C \$2.75 2.75 3.00 26SC 261C 262C 3.50 264S 2.75

25614S	Black,	purse length, gold band and ring 2.75
		Crescent Filler with No. 2 Point VV Chasing
20C 20SC 21C 22C	Black, Black,	long, with clip       \$2.75         short, with clip       2.75         long, narrow gold band and clip       3.00         long, wide gold band and clip       3.50

	Sterling Silver	
226SB	Basket chasing, short, with ring	\$5.00
226SV	VV chasing, short, with ring	5.00
326B	Basket chasing, long, with clip	6.00
326V	VV chasing, long, with clip	6.00
	· · · · · · · · · · · · · · · · · · ·	
	Yellow Rolled Gold	
227SB	Basket chasing, short, with ring	\$5.00
227SV	VV chasing, short, with ring	5.00
327B	Basket chasing, long, with clip	6.00
327V	VV chasing, long, with clip	6.00
0211	v v chasting, long, with chip	0.00
	Green Rolled Gold	
228SB	Basket chasing, short, with ring	\$5.00
228SV	VV chasing, short, with ring	
328B	Basket chasing, long, with clip	6.00
328V	VV chasing, long, with clip	6.00
0201	v v chasnag, long, with chp	0.00
	SOLID GOLD PENS	
	Yellow Gold	
1427SD		200.00
	Short, engine turned	
1437D	Long, engine turned	30.00
	Green Gold	
149000	Green Golu	400 50

METAL PENS

1428SD 1438D				
		ENDI	UDA DENCILS	

### ENDURA PENCILS

Service unconditionally and perpetually guaranteed. Endura pencils are perfect companions for Endura pens and, if desired, will be made up and packed in attractive gift boxes. In ordering, use the first numeral (8 or 9) of the pencil as a prefix to the pen number. Example: 967PBC-Price \$12.50.

	Long with Clips	
9	Black	\$4.00
9B	Mottled Blue	4.00
9BG	Black and Gold	
SBG	Black and Gold Symetrik	4.00
SLG	Leaf Green Symetrik	
9PB	Pearl and Black	4.50
	Medium with Clips	
9SC	Black	\$3.50
9SBGC	Black and Gold	
SBGC	Black and Gold Symetrik	2 50
SBC		
	Mottled Blue	3.50
SLGC	Leaf Green Symetrik	
<b>SPBC</b>	Pearl and Black	
SGPC	Pearl and Green Symetrik	4.50
	Short with Rings	
as		00 F 3
	Black	
<b>SBG</b>	Black and Gold	3.50
SBG	Black and Gold Symetrik	3.50
9SB	Mottled Blue	3.50
SLG	Leaf Green Symetrik	4.00
<b>SPB</b>	Pearl and Black	4.00

## DOLLAR PENCILS

Long Only Sold 1 Duzen on a Card

\$1.00

1.00

### TWO-FIFTY PENCILS Long with Clips Black and Orange \$2.50 $2.50 \\ 2.50$ 2.50 Short with Rings \$2.50 2.50 2.50 Black Black ..... Black and Orange ..... Cream and Black ..... Green ..... 2.50 METAL PENCILS Sterling Silver Basket chasing, long, with clip VV chasing, long, with clip Basket chasing, short, with ring VV chasing, short, with ring \$3.00 3.00 3.00

	Yellow Rolled Gold	
$4\mathbf{B}$	Basket chasing, long, with clip	\$3.50
4V	VV chasing, long, with clip	
4SB	Basket chasing, short, with ring	
4SV	VV chasing, short, with ring	3.50
	Green Rolled Gold	
E D		89 50
5B	Basket chasing, long, with clip	\$3.50
5V	Basket chasing, long, with clip	3.50
5V 5SB	Basket chasing, long, with clip VV chasing, long, with clip Basket chasing, short, with ring	
5V	Basket chasing, long, with clip	

## The Conklin Pen Company, Toledo, Ohio

### SOLID GOLD PENCILS Yellow Gold

14D 14SD	Long, engine turned with clip \$20.00 Short, engine turned with ring 17.50
1450	Green Gold
15 <b>D</b>	Long, engine turned with clip
15SD	Short, engine turned with ring 20.00
D	ECORATED METAL PEN AND PENCIL SETS
1-22705	Blue and Orchid, Flower Design
2-2270S 3-2270S	Black with Blue 12.50 Red and Green with a Blue line through, Leaf Design 12.50
DECO	RATED PYROXYLIN PEN AND PENCIL SETS
A-31614S	
B-31614S C-31614S	
0-010145	
	\$5.00 PEN AND PENCIL SETS
* 500C	Plain Black, medium length, with clip\$5.00
	Green and Gold, medium length, with clip 5.00
* The \$5. complet	00 pen and pencil sets are manufactured in one size and sold in e sets only.
	LEAD
	leads are made of the best quality graphite and can be used in andard mechanical pencil.
to a b	% inch long; in hard, medium, and soft, packed 6 leads ox. For long Conklin metal pencils and all pencils ng extra long leads. 12 packages in box
18 to a and all	I-1% inch long; in hard, medium, and soft, packed box. For long Conklin pencits controlled at the top standard mechanical, thin-lead pencils. 12 packages \$1.80 per box
Colored- 9 leads	-1% inch long; in blue, green, red, and indelible. to a package; 12 packages in bóx
	ERASERS
For No.	7 pencils, 3 in package-12 packages in box\$1.20 per box
For No.	2 6 8 and 9 noneils and No. 646 Ensemble 3 in

For No. 3S, 8S, 8SC, 9S, and 9SC pencils-3 in package-12 packages in box 1.20 per box

## INK

В	LUE-BLACK		RED			
Stock           No.         Size           201         2 oz.           201         2 oz.	Quantity in CaseList Per Dozen1 doz.\$ 2.00 	List Per Gross \$24.00 21.60	Stock           No.         Size           204         2 oz.           204         2 oz.	Quantity in Case 1 doz. ¼ gross	List Per Dozen \$ 2.00	List Per Gross \$24.00 21.60
401 4 oz. 161 16 oz. 321 32 oz.	1 doz. 3.00 1 doz. 11.00 1 doz. 18.00	36.00	164 16 oz. 324 32 oz.	1 doz. 1 doz.	$11.00 \\ 20.00$	
Stock           No.         Size           202         2 oz.           202         2 oz.           162         16 oz.           322         32 oz.	BLUE         List           Quantity         Per           in Case         Dozen           1 doz.         \$ 2.00 <sup>1</sup> / <sub>4</sub> gross         11.00           1 doz.         20.00	List Per Gross \$24.00 21.60	Stock           No.         Size           205         2 oz.           205         2 oz.           165         16 oz.           325         32 oz.	VIOLET Quantity in Case 1 doz. 1/4 gross 1 doz. 1 doz.	List Per Dozen \$ 2.00 11.00 20.00	List Per Gross \$24.00 21.60
Stock No. Size	GREEN List Quantity Per in Case Dozen	List Per Gross	Stock No. Size	BLACK Quantity in Case	List Per Dozen	List Per Gross
203 2 oz. 163 16 oz. 323 32 oz.	1 doz. \$ 2.00 <sup>1</sup> / <sub>4</sub> gross — 1 doz. 11.00 1 doz. 20.00	\$24.00 21.60	206 2 oz. 206 2 oz. 166 16 oz. 326 32 oz.	1 doz. 1 gross 1 doz. 1 doz.	\$ 2.00 11.00 18.00	\$24.00 21.60

Conklin Ink is a high grade ink especially adapted for use in fountain pens. The Blue-Black ink should be used where permanency is desired. Conklin Blue ink is the ideal fluid for everyday writing where permanency is of secondary importance. It is free flowing, smooth writing and does not dry quickly on the pen point when exposed to the air.

### ENTENTE

6646BGC	Black and	Gold	\$20.00
6646PBC	Pearl and	Black	20.00
The Con	klin Enten	te is composed of seven complete writing instrum	nents.
Pen desk	set, Penci	l desk set, Pocket fountain pen, Vest pocket	penciĺ,
Mechanica	al pencil, E	nsemble (pen and pencil), and Ensemble desk s	set.

### Lady's \$5.00 Price With No. 12 Pen Endura Pen No. Shape Dimensions of Base **R-10** 2<sup>1</sup>/<sub>4</sub>x3<sup>1</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub> 4x5x<sup>3</sup>/<sub>4</sub> Rect. \$ 5.00 \$ 8.00 \$10.00 R-11 Oval 8.00 11.00 13.00 R-12 Oval with dog ornament 6x4x<sup>3</sup>/<sub>4</sub> 8.00 11. ONYX DESK SETS (Polished Edge) 11.00 13.00 With Man's or Lady's \$5.00 With No. Endura Price Shape Dimensions No. of Base 12 Pen Pen 2<sup>1</sup>/<sub>4</sub>x<sup>3</sup> <sup>1</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub> 3<sup>1</sup>/<sub>4</sub>x<sup>4</sup> <sup>1</sup>/<sub>2</sub>x<sup>3</sup>/<sub>4</sub> 6x10x<sup>3</sup>/<sub>4</sub> 6x10x<sup>3</sup>/<sub>4</sub> 6x10x<sup>3</sup>/<sub>4</sub> 4x7x<sup>3</sup>/<sub>4</sub> 4x5<sup>1</sup>/<sub>4</sub>x<sup>3</sup>/<sub>5</sub> Sgl. Rect. Sgl. Oval Sgl. Rect. Dbl. Oval Dbl. Rect. Dbl. Rect. \$ 4.00 5.00 6.00 \$ 7.00 8.00 9.00 \$ 9.00 10.00 11.00 20 21 22 24 $\begin{array}{r} \mathbf{0.00} \\ \mathbf{20.00} \\ \mathbf{17.50} \\ \mathbf{40.00} \end{array}$ 26.00 23.50 30.00 27.50 25 50.00 20.00 26 46.00 27 Dbl. Rect. 10.00 16.00 29 Sgl. Pear 4x51/4x3/4 10.00 13.00 15.00 **GENUINE BRAZILIAN OR GREEN ONYX DESK SETS** With Man's or Lady's \$5.00 With No. Endura Price of Base No. Shape Dimensions 12 Pen Pen Sgl. Rect. Sgl. Rect. Dbl. Oval Dbl. Rect. Dbl. Rect. B-20 B-22 B-24 \$10.00 12.00 45.00 40.00 2<sup>1</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub> 3x4x<sup>3</sup>/<sub>4</sub> \$ 5.00 7.00 \$ 8.00 10.00 41.00 6x10x<sup>3</sup>/<sub>4</sub> 6x10x<sup>3</sup>/<sub>4</sub> 35.00 B-25 30.00 57.50 36.00 B-26 67.50 8x13x11/4 63.50 B-27 Dhl. Rect. 4x7x3/ 15.00 21.00 25.00 DECORATED DESK SET BASES Price No. Shape Material Dimensions Design **Base Only** 1 - 20Sgl. Rect. Sgl. Rect. Onyx 2<sup>1</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub> 2<sup>1</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub>x<sup>3</sup>/<sub>4</sub> Dancing Girl \$5.00 2-20 Onyx Silhouette of Lady and Dog 5.00 3-20 21/4x31/4x3/4 Sgl. Rect. Onyx Chinese Dragon 5.00 $\begin{array}{c} 3 \frac{1}{4} \times 4 \frac{1}{2} \times 3 \frac{3}{4} \\ 3 \frac{1}{4} \times 4 \frac{1}{2} \times 3 \frac{3}{4} \\ 3 \frac{1}{4} \times 4 \frac{1}{2} \times 3 \frac{3}{4} \end{array}$ 1-21 Oval Onyx Sail Boat $6.50 \\ 6.50$ 2-21 3-21 Oval Oval Onyx Modernistic Bird Onyx Horse and Jockey 6.50 $3\frac{1}{2}x4$ $3\frac{1}{2}x4$ $3\frac{1}{2}x4$ $3\frac{1}{4}x4$ A-53 B-53 Sgl. Rect. Black Glass Butterfly 7.50

PREDRARA ONYX DESK SETS (Rough Edge)

With Man's or

7.50

Black Glass Black Glass Modernistic Deer Spider and Fly Sgl. Rect. Prices Subject to Change Without Notice.

Sgl. Rect.

C-53

## MARBLE DESK SETS

						Man's or dy's \$5.00
No.	Shape		Dimensions	Price of Base	With No. 12 Pen	Endura Pen
40	Sgl. Rect.		3x4	\$ 5.00	\$ 8.00	\$10.00
41	Dbl. Rect.		6x10	20.00	26.00	30.00
43	Dbl. Rect.		4x7	10.00	16.00	20.00
*B-47						
	design. L	ight Ony	x and			
	marble wit	th bronze				
	ornament		$3x7\frac{1}{8}$	12.50	15.50	17.50
*The	No B-47 d	ork sot	have comes or	winned with	hrongo dog	momont

The No. B-47 desk set base comes equipped with bronze dog ornament only and prices shown above include cost of ornament.

## BLACK GLASS DESK SETS

					Man's or ly's \$5.00
No.	Shape	Dimensions	Price of Base	With No. 12 Pen	Endura Pen
53	Sgl. Rect.	31/2x4	\$ 5.00	\$ 8.00	\$10.00
54	Dbl. Rect.	6x10	20.00	26.00	30.00
56	Dbl. Rect.	4x7	10.00	16.00	20.00

## METAL DESK SETS

			-	Lac	Man's or ly's \$5.00
No.	Shape	Dimensions	Price of Base	With No. 12 Pen	Endura Pen
65	Hexagonal Solid Bron Stump design	ze 3½″ diameter	\$ 3.00	\$ 6.00	\$ 8.00
68	Sgl. Rect—Green and Gold Crinkle	4x6	3.00	6.00	8.00
70	Sgl. Rect—Red and Black on Chrome	2¼x3	8.50	11.50	13.50
75	Sgl. Rect.—Green and Orchid and Gold	<sup>1</sup> 2¼x3	8.50	11.50	13.50
76	Sgl. Rect— Black on Gold	2¼x3	8.50	11.50	13.50

# **CONDENSED PRICE LIST**

## OF

# **REPAIR PARTS AND ACCESSORIES**

## FOR CONKLIN PENS, PENCILS AND SETS

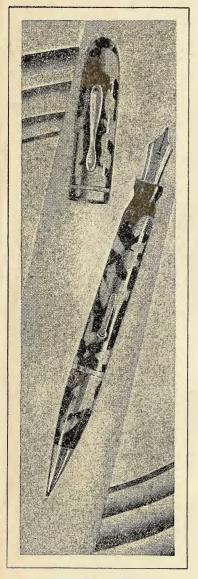
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 Form		Allowance					Crescent or	anang anang ang ang ang ang ang ang ang
PENS Catalog No.	Gold Pen	for Old Gold	Barrel	Cap Complete	Pen Section	Feed	Lever Filler	Reservoir
 25-25S 113S-114S-256S	\$1.25	.20	.75	.50	.35	.25	.25	.15
20-20S 26-26S	1.25	.20	.75	.50	.35	.25	.25	.15
30-30S 36-36S	1.50	.30	.75	.50	.35	.25	.25	.15
40-40S 46-46S	2.00	.50	1.00	.50	.35	.25	.25	.15
.50-56	2.50	.60	1.25	.50	.35	.25	.25	.15
 75-76	3.50	.75	1.50	.75	.35	.25	.25	.15
 Three Fifty	1.50	.30	.75	.75	.35	.25	.25	.15
 Five Hundred 1	1.25	.20	.75	.75	.35	.25	.25	.15
All-American *	.90	.15	.50	.50	.15	.15	.15	.15
37 and 38 Endura	2.50	.50	1.25	1.50	.35	.25	.25	.15
47 and 48 Endura	2.50	.50	1.25	1.25	.35	.25	.25	.15
 67 and 68 Endura	4.00	.75	2.00	1.50	.35	.25	.25	.15
 12 Desk Pen	1.25	.20	.75	Taper .50	.35	.25	.25	.15
14 Desk Pen 🔹	2.50	.50	1.25	Taper .50	.35	.25	.25	.15
15 Desk Pen	2.50	.50	1.25	Taper .50	.35	.25	.25	.15
Gold Pens Straightened Gold Pens Repointed Narrow Gold Band		5 Screw	v Ring		25	Clips Lock Ring		

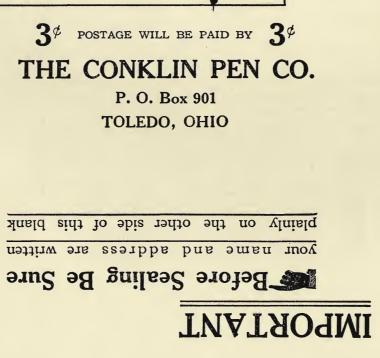
The CONKLIN ENDURA Pen is dedicated to the unending service of the purchaser. It is the intention of the maker that this pen shall never cease to serve the writer. CONKLIN ENDURA Pens will be repaired or broken parts replaced at any time free of charge when the entire pen, including all the broken parts, is sent to The Conklin Pen Co., Toledo, Ohio, or any of their branch offices. Sufficient postage for the return of the pen must accompany it.

METAL PENCILS Catalog No.	Case	Point	Crown Assembly Long	Crown Assembly Short	Jump Ring	Clip	Remove Dents	Movement	Fluted Member	Spiral Member
0-05	\$ .50	.40	.30	.50	.25	.25	.50	.50	.20	.10
IV-IVS	.75	.50	.35	.60	.25	.25	.50	.50	.20	.10
2-28	1.50	.75	.50	.75	.25	.25	.50	.50	.20	.10
4-48	1.50	.75	.50	.75	.25	.25	.50	.50	.20	.10
5-5S	1.50	.75	.50	.75	.25	.25	.50	.50	.20	.10
6-6S	1.50	.75	.50	.75	.25	.25	.50	.50	.20	.10
Bushings Collets				Collars Pins				vs ings		er doz. er doz.

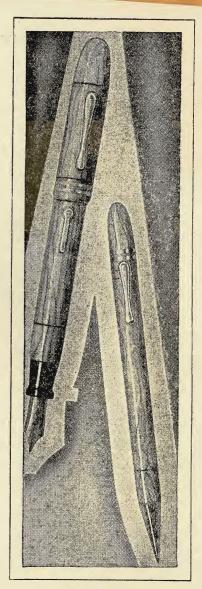
PYROXYLIN PENCI Catalog No.	LS Cas	se Poir	t Ci	rown	Screw Ring	Clip	Band	Magazine Assembly	Movemer	nt
3	\$1.0	.7	5	.50		.25		.50		
5	•	75 .5	)	.75		.25	.25	.25		Conklin ENDURA
6	•	50 .3	5	.25		.25			50	pencils carry the same guarantee as
7	•	50 .3	5			.25		.50		Conklin ENDURA
8 and 9 Endura	1.	50 1.0	0	.50		.25	.25	.50		Pens. See guaran- tee shown above.
8S and 9S Endura	1.	50 1.0	)	.50	.25	.25	.25	.50		
ENSEMBLES Catalog No.	Gold Pen	Allowance for Old Gold	Barrel	Cap Complete	Pen Section	Feed	Lever Filler	Reservoir	Pen Cas	
646	\$2.00	.50	\$1.25	1.25	.35	.25	.25	.15	\$1	.25 1.50
All-American	.90	.15	.50	.50	.15	.15	.15	.15		.50 1.00



CONKLIN ENSEMBLE	
Black & Gold	\$7.00
Pearl & Black	8.00



BUSINESS REPLY ENVELOPE No postage necessary if mailed in the United States FIRST CLASS Permit No. 12 Sec. 384½ P. L. & R. Toledo, Ohio



# Fold, Seal No STAMP OR Necessary

PENCIL DIS. STANDS PENCIL TRAYS

FOR OFFICE USE

n and a second		MAILING ORDI	ER
D PENCIL ASSORTMENTS SSORTMENT—PENS Gold with Clip	THE CONKI woodruff and t TOLEDO	LIN PEN CO. WELFTH STREETS D, OHIO	TERMS 0 days—2% 0. B. Toledo
6.00         ea.         6.00           ireen Symetrik with         6.00         ea.         6.00           & Black with Clip.         6.00         ca.         6.00           Blue with Ring.         5.00         ca.         5.00	PLEASE SHIP THE FOL	LOWING TO DATE	
Gold with Ring.         5.00 ea.         5.00           with Clip.         3.50 ea.         3.50           & Black with Clip.         3.50 ea.         3.50           th Ring.         3.50 ea.         3.50           Orange with Ring.         3.50 ea.         3.50           Drange with Ring.         3.50 ea.         3.50	PLACE OF BUSINESS	(If different from Post Office and Shipping Point)	<u>k</u>
with Clip	· ·	R. J. D	STATE
PENCILS         Black with Clip\$4.50 ea.         Breen Symetrik with         4.00 ea.         4.00 ea.         4.00 ea.         4.00 ea.	HOW SHIP		
ifeen Symetrik with         4.00 ea.         4.00           1 & Black with Clip.         2.50 ea.         2.50           with Ring.         2.50 ca.         2.50           & Orange with Clip.         2.50 ea.         2.50	QUANTITY STOCK No.	DESCRIPTION OF MERCHANDISE	LIST PRICE FOR
IST PRICE			
Jack with Clip\$7.00 ea. \$14.00           Black with Clip           Green Symetrik with           Gold with Clip		[	
Green Symetrik with         6.00 ea.         12.00           Gold with Clip         7.00 ea.         14.00           cd Blue with Clip         5.00 ea.         10.00           & Gold with Clip         5.00 ea.         10.00           Green Symetrik with         6.00 ea.         12.00           a & Pearl Symetrik         8.00 ea.         16.00			
lack with Ring			
Gohi with Clip         3.50 ea.         7.00           with Clip         3.50 ea.         7.00           a Black with Clip         3.50 ea.         7.00           a Crange with Clip.         3.50 ea.         7.00           with Clip.         2.50 ea.         7.00           a Crange with Clip.         2.75 ea.         5.50           at Clip.         2.75 ea.         5.50	i		
th Chp			
ith Clip         \$4.00         ea.         \$4.00           Black with Clip         4.50         ea.         4.50           Green Symetrik with         4.00         ea.         4.00	STANDS PEN		PENCIL
Areon Symetrik         4.00 ea.         4.00           n & Pearl Symetrik         4.50 ea.         4.50           & Gold with Clip.         3.50 ea.         3.50           Gold with Clip.         4.00 ea.         4.00           Led Blue with Clip.         3.50 ea.         3.50	BOXES MOVIE SLIDES		BOXES NEWSPAPER ELECTROS
led Blue with Clip         3.50 ea.         3.50           Black with Ring         4.00 ea.         4.00           Gold with Ring         3.50 ea.         3.50           n with Clip         2.50 ea.         2.50           m & Black with Clip         2.50 ea.         2.50	WINDOW DISPLAY		PENCIL DIS. STANDS
m & Black with Clip 2.50 ea. 2.50	PEN TRAYS		PENCIL

## SUGGESTED PEN AN

~			
		TWO DOZEN ASSORTMENT-PENS	
1	67BG	Large Black & Gold with Clip \$7.00 ea.	\$7.0
î	67PB	Large Pearl & Black with Clip 8.00 ea.	8.0
î	38LG	Medium Leaf Green Symetrik with	
-	00000	Ring 6.00 ea.	6.0
1	4SLGC	Medium Leaf Green Symetrik with	
		Clip	6.0
1	47PB	Medium Pearl & Black with Clip 6.00 ca.	6.0
1	37B	Short Mottled Blue with Ring 5.00 ea.	5.0
1	37BG	Short Black & Gold with Ring 5.00 ea.	5.0
1	161GC	Medium Green with Clip 3.50 ea.	3.5
1	161CBC		3.5
1	1614SG	Short Green with Ring	$\frac{3.5}{3.5}$
1	1614SBC		3.5
$     \begin{array}{c}       1 \\       2 \\       2 \\       2     \end{array} $	161BOC		5.5
2	26C 26SC	Medium Black with Clip	5.5
2	205C 25614S	Short Black with Ring (Purse Pen). 2.75 ca.	5.5
4	200140		0.0
		PENCILS	
1	9PB	Large Pearl & Black with Clip \$4.50 ea.	\$4.5
1	8SLGC	Medium Leaf Green Symetrik with	
		Clip 4.00 ea.	4.0
1	8SLG	Medium Leaf Green Symetrik with	
		Ring 4.00 ea.	4.0
1	3CBC	Medium Cream & Black with Clip 2.50 ca.	2.5
1	3SG	Medium Green with Ring 2.50 ca.	2.5
1	3BO	Medium Black & Orange with Clip 2.50 ea.	2.5

### TOTAL T

TOTAL	LIDI	1 101	ULI.		 	 • 2
				2		

## FOUR DOZEN

2	67C	Large Ebony Black with Clip \$7.00 ea.	\$14.00
2	67PBC	Large Pearl & Black with Clip 8.00 ea.	16.00
$\tilde{2}$	38LG	Medium Leaf Green Symetrik with	
~	00110	Ring 6.00 ea.	12.00
2	67BGC	Large Black & Gold with Clip 7.00 es.	14.00
$\tilde{2}$	47BC	Medium Mottled Blue with Clip 5.00 ca.	10.00
2	47BGC	Medium Black & Gold with Clip 5.00 ea.	10.00
2	48LGC	Medium Leaf Green Symetrik with	
4	TOLUC	Clip 6.00 ea.	12.00
9	48GPC	Medium Green & Pearl Symetrik	
4	10010	with Clip 8.00 ea.	16.00
2	37	Short Ebouy Black with Ring 5.00 ea.	10.00
$\frac{2}{2}$	37PB	Short Pearl & Black with Ring 6.00 ea.	12.00
$\frac{4}{2}$	37BG	Short Black & Gold with Ring 5.00 ea.	10.00
	161C	Medium Black with Clip	7.00
2			7.00
2	161GC		7.00
2	161CBC		
2	161BOC	Medium Black & Orange with Clip. 3 50 ca.	7.00
<b>2</b>	26C	Medium Black with Clip 2.75 ea.	5.50
<b>2</b>	26SC	Short Black with Clip 2.75 ea.	5.50
<b>2</b>	25614S	Short Black with Ring 2.75 ea.	5.50

	9	Large Black with Clip\$4.00 ea.	\$4.0
	9PB	Large Pearl & Black with Clip 4.50 ea.	4.5
	8SLGC	Medium Leaf Green Symetrik with	
		Clip 4.00 ea.	4.0
	8SGPC	Medium Green & Pearl Symetrik	
		with Clip 4.50 ea.	4.5
	9SBGC	Medium Black & Gold with Clip 3.50 ea.	3.5
	9BG	Large Black & Gold with Clip 4.00 ea.	4.0
	9SBC	Medium Mottled Blue with Clip 3.50 ea.	3.5
	9SPB	Short Pearl & Black with Ring 4.00 ea.	4.0
L	9SBG	Short Black & Gold with Ring 3.50 ea.	3.5
L	3G	Medium Green with Clip 2.50 ea.	2.5
L	3CBC	Medium Cream & Black with Clip 2.50 ea.	2.5
L	3BO	Medium Black & Orange with Clip 2.50 ea.	2.5

TOTAL LIST PRICE.....\$223.50

	•	and weak in the state of the st	
		SIX DOZEN ASSORTMENT-PENS	
10 days 5, O.	1 67C 1 67BC 1 68LGC	Large Ebony Black with Clip	
	I OSLGC	Clip	8.00

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67BGC	Large Black & Gold with Clip	7.00 ea.	7.00
67PBC	Large Pearl & Black with Clip	8.00 ea.	8.00
47C	Medium Ebony Black with Clip	5.00 ea.	15.00
47BC	Medium Mottled Blue with Clip	5.00 ea.	15.00
47BGC	Medium Black & Gold with Clip	5.00 ea.	15.00
48LGC	Medium Leaf Green Symetrik with		
	Clip	6.00 ea.	18.00
48GPC	Medium Green & Pearl Symetrik		
	with Clips		
47PBC	Medium Pearl & Black with Clip	6.00 ea.	18.00
378	Short Ebony Black with Ring	5.00 ea.	5.00
38LG	Medium Leaf Green Symetrik with		
	Ring	6.00 ea.	6.00
37B	Short Blue with Ring	5.00 ea.	5.00
37BG	Short Black & Gold with Ring	5.00 ea.	5.00
37PB	Short Pearl & Black with Ring	6.00 ea.	6.00
161C	Medium Black with Clip	3.50 ea.	10.50
161GC	Medium Green with Clip	3.50 ea.	10.50
161BOC	Medium Black & Orange with Clip	3.50 ea.	10.50
161CBC	Medium Cream & Black with Clip	3.50 ea.	10.50
1614S	Short Black with Ring	3.50 ea.	3.50
1614SG	Short Green with Ring	3.50 ea.	3.50
1614SBO	Short Black & Orange with Ring	3.50 ea.	3.50
1614SCB	Short Cream & Black with Ring	3.50 ea.	3.50
26C	Medium Black with Clip	2.75 ea.	5.50

 1
 268C
 Short Black with Clip.
 2.75 ea.
 2.75

 1
 25614S
 Short Black with Ring.
 2.75 ea.
 2.75

## PENCILS

1		9	Large Black with Clip	\$4.00 ea.	\$4.00
1	L	8LG	Large Leaf Green Symetrik with Clip.	4.50 ea.	4.50
1		9BG	Large Black & Gold with Clip	4.00 ea.	4.00
2		9PB	Large Pearl & Black with Clip	4.50 ea.	9.00
1		9SC	Medium Black with Clip	. 3.50 ea.	3.50
1	L	9SBC	Medium Mottled Blue with Clip	. 3.50 ea.	3.50
1	L	8SLGC	Medium Leaf Green Symetrik with	ı	(
			Clip	. 4.00 ea.	4.00
3	L	9SBGC	Medium Black & Gold with Clip	3.50 ea.	3.50
1	L	9SPBC	Medium Pearl & Black with Clip	4.00 ea.	4.00
	L	8SGPC	Medium Green & Pearl Symetrik with		1
			Clip		4.50
1	L	9S	Short Black with Ring		3.50
1	1	9SB	Short Blue with Ring	. 3.50 ea.	3.50
1	1	8SLG	Short Leaf Green Symetrik with Ring		, 4.00
	1	9SBG	Short Black & Gold with Ring	. 3.50 ea.	3.50
1	1	9SPB	Short Pearl & Black with Ring	. 4.00 ea.	4.60
	1	3	Medium Black with Clip	. 2.50 ea.	2.50
	1	3G	Medium Green with Clip	. 2.50 ea.	2.50
	1	3BO	Medium Black & Orange with Clip.	. 2.50 ea.	2.50
	1	3CBC	Medium Cream & Black with Clip.	. 2.50 ea.	2.50
	1	38	Short Black with Ring	. 2.50 ea.	2.50
	1	3SG	Short Green with Ring	. 2.50 ea.	
	1	3BO	Medium Black & Orange with Clip.	. 2.50 ea.	2.5
	1	3SCB	Short Cream & Black with Ring	. 2.50 ea.	2.5
	_		TOTAL TIGE DDIGE		and

Be Sure Your Name and Address are Clearly Written

TOTAL LIST PRICE.....\$318.0

# NOTICE

## **PRICE CHANGES JANUARY 1ST, 1931**

The following price changes will affect page No. 3, page No. 4, and the price list on page No. 10.

Prices on the Leaf Green Symetrik Endura model for 1931 are as follows:

## PENS

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## PENCILS

No.	Li	ist No.	List
68LGC	Long with clip \$7		Long with clip\$4.00
48LGC	Medium with clip_ 5	.00 8SLGC	Medium with clip_ 3.50
38LG	Short with ring 5	.00 8SLG	Short with ring 3.50

The Blue and Gold Ensemble is replaced by a beautiful Foliage Pearl Ensemble, No. 646FPC, at the same price— \$7.00 list.

Blue and Gold, however, will be supplied until exhausted.

Added to the Endura line for 1931 we have a beautiful new Foliage Pearl pen and pencil set in medium size only. The pen, No. 48FPC, priced at \$5.00 list and the pencil, No. 8SFPC, at \$3.50 list. This beautiful new creation at a price well in keeping with the sets in the Conklin Endura line should help materially to increase sales in 1931.

Added to the \$5.00 pen and pencil set line, we have a beautiful new Red and Gold pen and pencil set, No. 500RGC and a Green and White pen and pencil set, No. 500GWC. All \$5.00 pen and pencil sets are manufactured in medium length with clip only.

A new number "CONKLIN ENDURA-GRAPH", a sacless, plunger pen in plain black color, carrying our regular Endura guarantee, No. 49C at \$6.00 list. This offers every dealer something unusual to talk about this year.